

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Green River Cabins

South Carolina Manufacturing Extension Partnership

Building Success

Client Profile:

Green River Cabins manufactures RV Park models in Campobello, South Carolina. Founded in 1996, the company changed ownership in 2006 and is currently experiencing positive growth. The company employs 18 people.

Situation:

When owner Dean Garritson took the reigns of Green River Cabins, he immediately implemented notable changes, including a focus on increased customization of cabins and a cultural transformation that went hand in hand with the shift to a customized manufacturer. Garritson contacted the South Carolina Manufacturing Extension Partnership (SCMEP), a NIST MEP network affiliate, for help. Garritson and Larry Jolly, SCMEP manufacturing specialist, noted that more sophisticated manufacturing techniques were needed within the plant to improve efficiency and increase customization options. Their main goal was to transform the operation from "craft shop" to "customized manufacturer" by utilizing all opportunities to break into full manufacturing mode.

Solution:

SCMEP called in subcontractor and Six Sigma Black Belt Allen Hartsoe to facilitate Green River Cabins' transformation. Hartsoe thoroughly observed and documented processes, identified improvement areas and outlined more efficient ways to produce building floors through prefabricated parts in wood. The proposed method, ensured predictable repeatability within the parameters of expected quality. Through process changes and the movement to custom manufacturing, Hartsoe and SCMEP helped to create a deeper understanding that by following this practical process, Green River Cabins would be able to decrease labor, time and money spent on each unit, thereby increasing overall production and revenue. This firsthand realization by employees allowed them to become effective change agents after witnessing success of proposed process changes. Changes within the manufacturing facility included new and improved floor plans, new manufacturing prints and more efficient designs for cabins.

Results:

- * Increased productivity by 14 percent.
- * Increased wages by 13 percent.
- * Created 3 new jobs.
- * Reduced errors in window and door placements.
- * Achieved a more competitive and profitable position.

Testimonial:

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

"SCMEP [South Carolina Manufacturing Extension Partnership] consultants were able to Green River staff that the previous manufacturing culture was insufficient and that the new ideas increased productivity and wages. The improvements to Green River Cabins' success and public benefit were remarkable."

Dean Garritson , Owner